

## Message Text

CONFIDENTIAL

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46

ACTION EB-03

INFO OCT-01 ISO-00 SS-14 INR-05 INRE-00 L-01 ARA-06 SSO-00

SP-02 /032 W

----- 107151

O 211614Z APR 75

FM AMEMBASSY LIMA

TO SECSTATE WASHDC IMMEDIATE 4819

CONFIDENTIAL LIMA 3266

STADIS//////////

LIMDIS

FOR EB/TT/AV - STYLES

EO 11652: GDS

TAGS: EAIR, PE

SUBJ: CIVAIR - DISPUTE WITH PERU - GOP REFERS BRANIFF

FINAL OFFER TO AEROPERU

REF: LIMA 3163

1. FOLLOWING WAS CONVEYED TO STYLES BY TELEPHONE ON APRIL 18  
AND IS REPORTED SOLELY FOR THE RECORD.

2. ON MORNING APRIL 18, BRANIFF (DEL SOLAR) INFORMED EMBASSY  
THAT HE HAD RECEIVED A CALL FROM AEROPERU GENERAL MANAGER CABIESES  
SUGGESTING THAT TWO AIRLINES MEET AT 3:00 PM APRIL 21 TO DISCUSS  
BRANIFF FINAL OFFER. HE SAID AEROPERU EXPERTS WERE STUDYING OFFER  
AND AEROPERU HOPED TO BE IN POSITION TO MAKE COUNTERPROPOSAL.  
DEL SOLAR TOLD CABIESES HE WISHED TO CHECK WITH EMBASSY  
BEFORE CONFIRMING MEETING.

3. IN DISCUSSION WITH EMBASSY WHICH FOLLOWED, DE MURIAS TOOK  
POSITION HE DID NOT WANT TO MEET AEROPERU AGAIN. NO COUNTER-  
PROPOSAL WOULD BE ACCEPTABLE OR COULD BE DISCUSSED. HE  
PREFERRED PERUVIAN RESPONSE TO BE MADE DIRECTLY TO AMBASSADOR.  
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IT WAS DECIDED THAT DEL SOLAR SHOULD INFORM CABIESES THAT

AMBASSADOR WAS STILL WAITING FOR REPLY FROM FOREIGN MINISTRY AND THAT NATURE OF RESPONSE WOULD PERMIT BRANIFF TO JUDGE WHETHER OR NOT MEETING WOULD BE USEFUL.

4. DEL SOLAR SUBSEQUENTLY INFORMED EMBASSY THAT CABIESES HAD TELEPHONED HIM TO SAY THAT HE (CABIESES) HAD CONFERRED WITH FOREIGN MINISTER AND THAT MINISTER TOOK POSITION THAT WHAT HE HAD RECEIVED FROM AMBASSADOR WAS BASICALLY A BRANIFF PROPOSAL. THEREFORE IT WAS MORE CORRECT FOR AEROPERU TO RESPOND DIRECTLY TO BRANIFF AND THAT THE MINISTER DID NOT PLAN (NO PIENSA) TO CALL THE AMBASSADOR.

5. AMBASSADOR THEN TELEPHONED FOREIGN MINISTRY AND SPOKE WITH SECRETARY GENERAL CARLOS GARCIA BEDOYA IN ABSENCE FONMIN DE LA FLOR. HE TOLD SECGEN THAT HE UNDERSTOOD THAT BRANIFF HAD BEEN CALLED FOR MEETING APRIL 21 TO HEAR GOP/AEROPERU RESPONSE TO PROPOSAL AND THAT RESPONSE WOULD NOT BE MADE TO AMBASSADOR. HE ASKED IF THIS INFORMATION WAS TRUE AND CONSTITUTED FOREIGN MINISTRY POSITION. SECGEN AVOIDED DIRECT ANSWER BUT STRESSED THAT MEETING WOULD BE "SERIOUS"; AEROPERU HAD FOUND BRANIFF PROPOSAL INTERESTING AND FORTHCOMING AND WANTS TO NEGOTIATE. AMBASSADOR RESPONDED THAT SECGEN SHOULD BE AWARE THAT BRANIFF PROPOSAL IS THEIR FINAL OFFER, AND WHAT AEROPERU APPEARS TO HAVE IN MIND IS FURTHER NEGOTIATION. BRANIFF WOULD BE PREPARED TO ATTEND MEETING FOR PURPOSE OF IMPLEMENTATION BUT NOT FOR NEGOTIATION. SECGEN SAID HE COULD NOT SAY WHETHER MEETING WOULD BE SOLELY FOR PURPOSES OF IMPLEMENTATION BUT THAT HE COULD ASSURE AMBASSADOR THAT AEROPERU WOULD BE "FLEXIBLE"; HE RECOMMENDED STRONGLY THAT BRANIFF ATTEND. AMBASSADOR SAID THAT WHILE HE COULD NOT TELL BRANIFF WHAT TO DO AND THAT FINAL DECISION WOULD BE UP TO THEM, HE WOULD MAKE SIMILAR RECOMMENDATION. HOWEVER, HE WISHED ONCE MORE TO MAKE CLEAR THAT BRANIFF PROPOSAL IS FINAL AND THAT, AS IT IS, DEPARTMENT OF STATE AND CAB ARE CONCERNED AND BELIEVE THAT BRANIFF MAY HAVE GONE TOO FAR. SECGEN SAID HE UNDERSTOOD AND PROMISED TO INFORM FOREIGN MINISTER OF CONVERSATION.

6. IN CONSULTATION WITH EMBASSY WHICH FOLLOWED, DE MURIAS SAID HE CONTINUED TO BELIEVE FURTHER MEETING USELESS AND WOULD SO INFORM DALLAS. HOWEVER, HE WOULD NOT TAKE DECISION ON HIS CONFIDENTIAL

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OWN BUT WOULD ABIDE BY INSTRUCTIONS. DE MURIAS TELEPHONED EMBASSY LATER THAT EVENING TO STATE THAT BRANIFF HEADQUARTERS HAD INDEPENDENTLY COME TO SAME CONCLUSION AS AMBASSADOR AND DEPARTMENT AND HAD INSTRUCTED HIM TO ATTEND APRIL 21 MEETING. DEAN

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## Message Attributes

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